

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Ayrshire Electronics, LLC

Kentucky Manufacturing Assistance Center

Lean Helps Ayrshire Electronics Gain Competitive Edge

Client Profile:

Ayrshire is a manufacturer of printed circuit board assemblies using state-of-the-art technology. Ayrshire's products are supplied to a wide variety of industries including automotive, consumer, gaming, industrial and medical. Manufacturing capabilities in Kentucky include "in-line" automated assembly for through hole and surface mount technologies, and the ability to process orders with large boards as well as small components. Headquartered in Fayetteville, Arkansas, the company has plants in Harrodsburg and Williamsburg, Kentucky. The Harrodsburg facility employs 80 people.

Situation:

Ayrshire's Kentucky facilities faced the same challenge as many U.S. manufacturers -- staying competitive in a global marketplace. As a result, Ayrshire executives decided to work with the Kentucky Manufacturing Assistance Center (KMAC), a NIST MEP network affiliate, to help them improve their production processes.

Solution:

The KMAC team taught Ayrshire Lean principles of Value Stream Mapping, 5S, Quick Changeover, and Pull/Kanban. In addition, KMAC's team delivered training in Statistical Process Control and Root Cause Analysis. KMAC also led Ayrshire through improvement events in which the company applied the principles they had learned in their actual production environment. As a result, Ayrshire eliminated non value-added activities and improved quality control. With KMAC's assistance, Ayrshire met their goals of reducing production time, better synchronizing production with sales, improving their responsiveness to customers and reducing product defects. In addition, this project helped Ayrshire team members improve their skills, and resulted in decreased employee turnover and an improved work environment.

Results:

- * Increased sales by \$1.5 million.
- * Saved \$200,000 in costs.
- * Retained sales of \$3 million.
- * Invested \$75,000 in capital improvements.
- * Added 30 jobs.
- * Improved work environment.
- * Decreased employee turnover.

Testimonial:

"Kentucky Manufacturing Assistance Center's services have increased our employees' knowledge and skills, as well as improved our management focus. Using Value Stream Mapping, their team was able

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

to help us quickly find problems in our production flow and then design effective solutions to these problems. Based on the training KMAC provided, the Ayrshire team is continuing to make improvements to our processes. KMAC's Lean manufacturing professionals have been a great asset to our Kentucky operations."

Larry Heard, General Manager